write memo to Lanny

we pay ~% of list price (our salesforce) — 1-8-88

Tracy in California
- ships to guam - we have broker there
- she is broker for rest of Asia

Done on 1/13/88 to Celle

Scotty in Hong Kong - Lloyd trading company

Mechanicsville - also seam
- 40% of budget goes thru these pages
- Bill Pierce can separate

Region #8

X. We don't own Liggett in military

Rich Wilhelm - Germany - gets data from order forms.

Buy Competitive Information
AAFES - Commissary
Navy Commissary

X. B&W owns Longands in New York, outside of U.S. and other end.

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Source: https://www.industrydocuments.ucsf.edu/docs/rfwm0004

- About 11 gap between US & Exp Military
- Prices --
- Airforce Nat'l guard
- give a summary page to Lanny Glenn on total page.
- Due To changing of closing date for Intl - year end 88/87 (as of 12/9/87 will be off.
- Address a memo to Lanny stating what abilities we will have (Asia & Europe)
- Also need to see Trade Class for review!!!!
  - Units - cost of coupons
    MRT Budget - average cost per canton
- Rick Will heim week of 1/18/88 - plan a whole week. - BSGW/ART Wednesday ---

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Source: https://www.industrydocuments.ucsf.edu/docs/rfwm0004

To MEMO Ribbon wraps available

Add - Frankfort
Ride Wilhelm

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